New England shoe and leather industry

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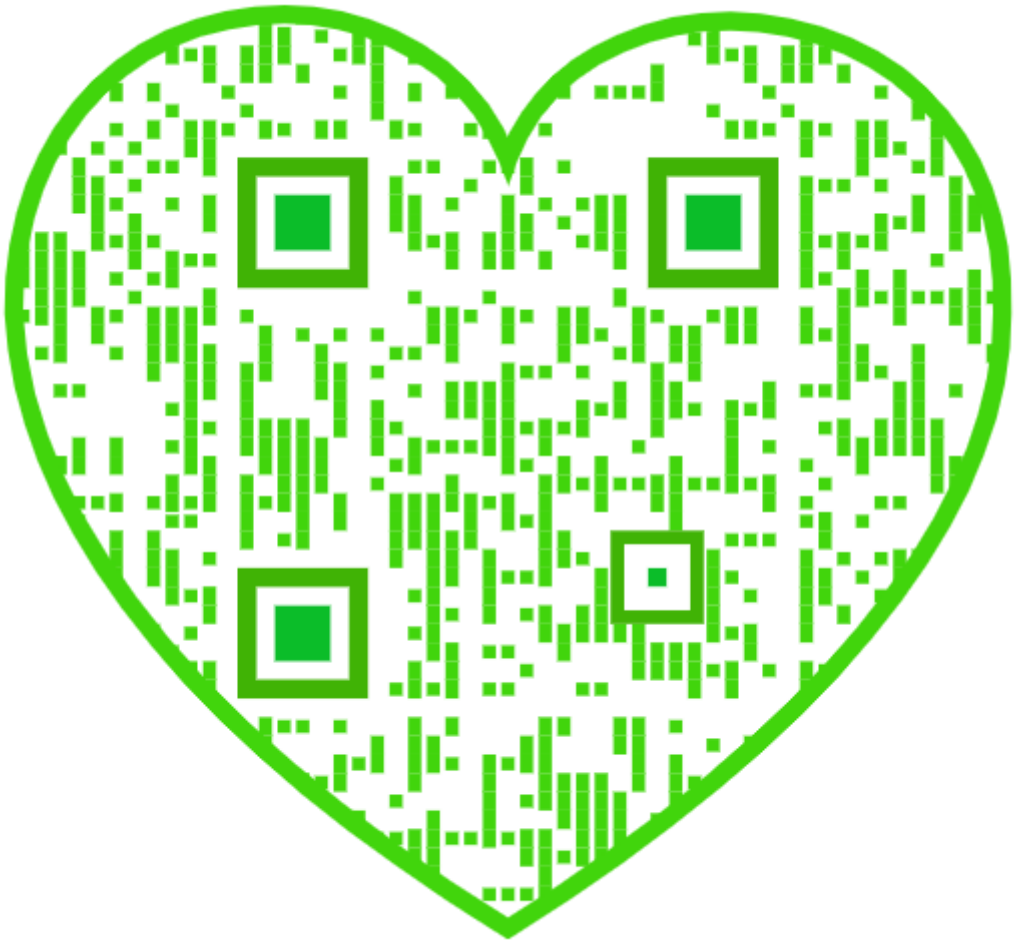

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New England Shoe and Leather Association GAZETTE

Vol. I JANUARY, 1903 No. 1

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Published at the Rooms of the Association, 116 Bedford Street, Boston

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CLASSIFIED LIST OF MEMBERS

OF THE

New England Shoe and Leather Association

LEATHER.

Wm. H. Allen & Son,	Boston.
American Leather Co.,	"
Avery & Lowry,	"
American Oak Leather Co.,	"
American Hide and Leather Co.,	"
L. Agoos & Co.,	"
Beggs & Cobb,	"
F. Blumenthal & Co.,	"
Lucius Beebe & Sons,	"
T. F. Boyle & Co.,	"
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Booth & Co.,	"
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Baldwin & Eustis,	"
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Corey Leather Co.,	"
Dunn, Greene & Co.,	"
C. H. Dunham & Co.,	"
Devlin Bros.,	"
Dungan, Hood & Co.,	"
Eilers & Becker Leather Co.,	"
B. D. Eisendrath Tanning Co.,	"
England & Bryan	"
J. W. Field & Co.,	"
W. J. Fallon,	"
Walter G. Garritt, United States Leather Co.,	"
A. F. Gallun & Sons,	"
R. D. Greene & Co.,	"
Howes Bros.,	"
Hale, Galloup & Co.,	"
John F. Heckman & Son,	"
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Helburn Leather Co.,	"
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Ingalls, Brown & Co.,	"
J. M. Jones & Co.,	"
F. E. Jones Co.,	"
Kistler, Lesh & Co.,	"
C. P. Kerans,	"
Keck, Mosser & Co.,	"
Adam Kinley & Sons,	"
Edward Kelley, Jr. & Co.,	"
Leviseur Bros.,	"
Locke & Knox,	"
A. C. Lawrence Leather Co.,	"
Herbert E. Gutterson & Co.,	"
Ziegel, Eisman & Co.,	"
Leas & McVitty,	"
C. Moench & Sons Co.,	"
Morrill Leather Co.,	"
J. C. Morse Leather Co.,	"
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Geo. Martin Leather Co.,	"
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Northwestern Leather Co.,	"
Pevear & Co.,	Boston.
Jas. Pierce Leather Co.,	"
Proctor, Ellison & Co.,	"
Pfister & Vogel Leather Co.,	"
H. A. Phinney,	"
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Fred Rueping Leather Co.,	"
Geo. P. Sewall,	"
Wm. A. Stetson & Co.,	"
Sheely & Wetzler,	"
Albert Trostel & Sons,	"
Tanners Leather Co.,	"
United States Leather Co.,	"
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Webster & Co.,	"
Winslow Bros. & Smith Co.,	"
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R. E. Hilliard,	"
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W. J. Young,	"
Weber Leather Co.,	"
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E. F. Hatch,	"
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Barnet Leather Co.,	New York
Richard Young Co.,	"
John E. DuBois Tannery,	Du Bois, Pa.
Robert H. Foerderer,	Franktort, Pa.
J. G. Phinney Counter Co.,	Stoughton, Mass.

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W. D. Brackett & Co.,	"
L. C. Bliss & Co.,	"
B. E. Cole & Co.,	"
Chase, Merritt Co.,	"
Geo. M. Coburn & Co.,	"
Commonwealth Shoe and Leather Company,	"
Chase, Chamberlain & Co.,	"
Davis Boot and Shoe Co.,	"
Estabrook-Anderson Shoe Co.,	"
Geo. W. French & Co.,	"
Hathaway, Soule & Harrington,	"

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NEW ENGLAND
Shoe and Leather Association Gazette

Issued the first Monday of each month from the offices of the Association,

SHOE AND LEATHER BUILDING,
Entrances: 116-126 Bedford St. and 24 Kingston St.

The object of this publication is to provide a medium for the interchange of opinion and facts amongst the several branches and members of the trade, and to keep the members fully informed of the work of the Association, and to advance their interests.

Contributions of information and special expression of the views of the members will have careful consideration and should be addressed to the secretary.

PRESIDENT: Andrew G. Webster.
VICE PRESIDENTS: Elisha W. Cobb, Robert Batcheller.
SECRETARY: George C. Houghton (Notary Public and Justice of the Peace).
TREASURER: George McConnell
DIRECTORS: William H. Allen, Frank P. Aborn, Harry H. Baldwin, Robert Batcheller, Edwin W. Baxter, Frank J. Bradley, Elisha W. Cobb, George M. Coburn, Lewis A. Crossett, George F. Daniels, J. Howard Field, Charles K. Fox, Walter G. Garritt, A. Pierce Green, Charles S. Grover, Charles P. Hall, Walter O. Hastings, George C. Houghton, Louis P. Howe, George Hutchinson, Charles H. Jones, George B. Kelly, Preston B. Keith, John S. Kent, Charles G. Lee, Joseph R. Leeson, Charles A. Locke, [illegible] N. Lamprey, George H. Maddock, George McConnell, Edward Moll, I. Henry Porter, Henry H. Proctor, William E. Rice, Edwin L. Sprague, Andrew G. Webster, Edwin S. Woodbury, James A. Woolson.
EXPERT ACCOUNTANT: Herbert F. French.
Regular Meetings of the Board of Directors are held on the first Wednesday of each month.

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1904

BOSTON, JANUARY 15, 1903

IN PRESENTING this issue of the GAZETTE to the members of the New England Shoe and Leather Association and to the trade in general, attention is called to the new and improved form in which it appears. The first issue of the GAZETTE was printed in bulletin form of four pages 9x12, July 3, 1899, and has been so continued to the present time. The object of the directors in authorizing its publication was to provide a medium by which the work of the association might be disseminated among the trade, and also to provide a means by which the manufacturers might have an opportunity for the interchange of ideas upon practical topics, in relation to the great industries it represents. Whether it has fulfilled its mission or not, we leave it for others to say, but in the opinion of the board of directors it has accomplished sufficient to warrant its enlargement and publication in a more business-like form, and it is hoped will meet the approval of the large membership of the association. Members of the trade are again invited to contribute articles on any subject interesting to boot, shoe and leather manufacturers, or any of the collateral interests, and to render such aid as is in their power to assist the work of the association, which means the uplifting of our industries, and the maintenance of the supremacy of New England.

MEETING OF THE BOARD OF DIRECTORS.

A meeting of the board of directors of the association was held on January 7, at 2 o'clock P. M., the following members being present: President Andrew G. Webster, Louis P. Howe, Frank P. Aborn, Edwin L. Sprague, Geo. E. Daniels, John S. Kent, J. Howard Field, Edwin S. Woodbury, Geo. McConnell and the secretary.

The following new members were admitted: Richardson Shoe Machinery Co., Boston; J. S. Holt & Co., Boston; Wm. F. Martin, Salem.

The executive committee to whom had been referred certain proposed amendments to the by-laws of the association, reported that the same had been carefully examined, and recommended that they be approved by the board and their adoption recommended at the annual meeting. The report was accepted and the recommendation adopted.

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The president announced the appointment of Harry H. Baldwin and Louis P. Howe as delegates to the National Board of Trade meeting to be held in Washington commencing Tuesday, January 13.

The committee on transportation and commerce, to whom had been referred the question of freight rates on coal from the coal regions to Boston, recommended that the Boston Associated Board of Trade be requested by our delegates to take the matter up.

The same committee to whom had been referred the "Revised Elkin's Bill," which is a bill to enlarge the jurisdiction and powers of the Inter-State Commerce Commission, submitted its report and recommended that the following communication, together with a list of the New England congressmen with their Washington addresses, be mailed to each member of the association:

"The board of directors recommend that members write their congressman urging favorable action upon the 'Revised Elkin's Bill' pending in the Fifty-Seventh Congress, as amended under the recommendation of the executive committee of the Inter-State Commerce Law Convention.

"The following information, compiled from a statement prepared under the direction of the Inter-State Commerce Commission, showing comparative rates of freight on anthracite and bituminous coal now in effect, affords a striking illustration of the necessity of effective governmental supervision over railway rates, which under recent decision by the Supreme Court, the Inter-State Commerce Commission is powerless to exercise.

	RATE PER TON	RATE PER TON PER MILE Decimals of a cent	
Anthracite region to Boston, 345-387 miles	$3.25	.84@	.93
Bituminous region to Jersey City, 346-388 miles	1.60	.44@	.49
Anthracite region to Perth Amboy (for New York) 133-173	1 55	.89@	1.16
Bituminous region to Jersey City, 346 388 miles	1.70	.44@	.40
Anthracite region to Baltimore, 179-234 miles	2.00	.89@	1.12
Bituminous region to Baltimore, 229 240 miles	1.45	.60@	.63
Anthracite region to Buffalo, 278 301 miles	2.00	.67@	.72
" " " " 324-357 "	1 00	.56@	.62
Bituminous region to Buffalo, 289 miles	1.60	.55@	
" " " " 383 "	1.95	.51	

The board recommended that the committee on transportation and commerce give a hearing to the members of the association on complaints which had been received, alleging delays in the delivery of freight shipped from New York to Boston and vicinity, with a request that all who had complaints to make appear at such hearing.

The secretary reported that he had made investigation as to what extent, if any, the closing of freight houses at 5 o'clock affected the shoe and leather trade, and stated that the opinion of those interviewed was about evenly divided as to whether the houses be requested to close at 5 or 5:30.

The secretary also stated that he had made a canvass of the members of the association in reference to the endorsement of a petition for the appointment of a permanent tariff commission, and out of 106 answers received, 104 were in favor of such commission.

Resolutions endorsing the so-called "Ray Bill" amending the National Bankruptcy Act were unanimously adopted, and the secretary was instructed to send copies of the resolution to New England members of Congress.

The following resolutions endorsing the ratification of the so-called Hay Bond Treaty were also adopted:

WHEREAS, The ratification of the so-called Hay-Bond treaty would tend to

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greatly increase the volume of business between New England and Newfoundland, enlarging the demand from that island for our products and offering us opportunities through the control of the products ot Newfoundland, with profit to ourselves to stimulate and increase our trade, and

WHEREAS, These substantial benefits if obtained would only slightly interfere with existing business conditions, therefore be it

Resolved, That the directors of the New England Shoe and Leather Association approve of the Hay-Bond treaty and earnestly request the Senators of the United States from New England to take such action as will assist in securing the ratification by the Senate of the United States of the said treaty, and be it further

Resolved, That a copy of these resolutions be mailed to each one of the said Senators and to each one of the members of the senate committee on foreign relations.

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CONDENSED FACTS ABOUT THE HIDE TARIFF.

Hides were free from June 1872, when the civil war tariff was taken off, until the present law was passed in 1897. The civil war tax applied to hides and skins alike, and was only 10 per cent. The present tariff applies to hides of cattle only; not including calfskins, and even light hides are trimmed so as to bring them below the arbitrary ruling as to the weight that shall determine whether they are hides or skins.

Only about 30 per cent of the hides and skins are dutiable. All should be dutiable if it is a measure for revenue. The duty collected produces little or no revenue to the government, because statistics show that the rate of duty on hides is much lower than on any other dutiable article imported. The expensive machinery necessary to first collect and then pay back one-third of all that is collected in drawbacks must necessarily be about equal to the total amount collected.

Not protective, because the making of hides is not an industry. Cattle are not raised in this country for their hides; consequently the price of hides will not increase by one single animal the production of cattle. The price of cattle is regulated by the demand for beef. Therefore, hides are only a by product. Statistics show that at times when hides have been the highest cattle on the hoof have been the lowest.

The supply of domestic hides is inadequate; consequently foreign hides become a necessity in the production of sufficient leather for making heavy shoes (used by farmers and laborers) harness, trunks, leather belting, etc. We have substitutes in beef, but none for such leather as is made from heavy hides.

At least one-third of all the duty collected on hides is returned in drawbacks. This enables importers of hides to tan imported hides by cheap labor, ship the leather to foreign countries (after collecting drawbacks) and give employment to European skilled labor, in manufacturing the leather into shoes, harness, etc., that would be made up here if there was no duty on hides. Drawbacks enable the European manufacturer to ship hides into this country, have them tanned and ship the leather home, laying it down at their factories much cheaper than our own manufacturers can buy the same quality of leather at home. Consequently the tariff on hides has become a great and profitable convenience to the European manufacturer; and thus does a tariff enacted ostensibly to protect become an injury to the American workman engaged in making shoes, harness, trunks, belting, etc.

The hide tariff is against the farmer because he leads all other classes in the consumption of leather, and the advance price he pays on shoes, harness, etc., by

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reason of the tariff, is much greater than any imaginary advance price he may receive for his cattle.

Our trade with China and the Philippines would be greatly increased if hides were free, because we could, by reason of the abundance of our tanning material, tan the hides and make the leather into goods used in the far East cheaper than any other country.

Free hides would reduce the cost of low priced shoes worn by farmers and working people, and would greatly increase our exportation of shoes; thereby increasing the number of our wage-earners.

Constant changing conditions in our manufacturing industries and in our foreign trade demand changes in our tariff laws. The hide tariff should, therefore, be repealed, because no matter how necessary it seemed to be when enacted, a trial of three years shows it is burdensome, unnecessary and neither a protection nor a source of revenue; consequently its enactment was a mistake that should be rectified.

Reciprocity with South America and other countries has been under discussion for many years and is no nearer realization than it was when first proposed by Mr. Blaine. Possibilities of delay and defeat are too great to make it to our interest to seriously consider reciprocity as a possible plan of relief. To consent to reciprocity as against absolute repeal would be a great mistake and cause delay of action for such a length of time as to bring serious embarrassments and loss to the leather trade. What we want is immediate relief.

HAVERHILL SHOE MANUFACTURERS ORGANIZE.

The manufacturers in Haverhill who use the label of the Boot and Shoe Workers' Union have just completed an organization which has been under consideration for some time past. A statement recently sent out regarding the association says:

The question of forming the association has been under consideration for a long time; and the more it has been considered the more apparent has been its needs. Shoe manufacturing today is not what it was twenty years ago. There is no industrial interest of any consequence today but what is organized, except the shoe manufacturers, and yet the whole shoe industry is second to none in importance in this country. The individual manufacturer is compelled to deal with the strongest combinations in existence. Machinery of every description is controlled by a stupendous aggregation of capital, which is able to dictate terms, however objectionable they may be. In fact, all material that goes into footwear is controlled by large combinations; and the individual finds himself at their mercy in about every business transaction. It is a well-known fact that during the consideration of the Dingley Act every industrial interest was represented except the shoe industry, to see that the tariff was so adjusted with the view of increasing our foreign trade. Since then the foreign manufacturer has been investigating our methods of manufacture, and as the result have purchased our improved machinery, and in many instances have adopted the American method of manufacturing shoes; and it is within the range of human probabilities that we shall find ourselves in direct competition with foreign trade in our home market in the not far distant future.

There was a time that the Western shoe was unknown; the East produced nearly the entire production of this country; but we have seen within the past few years a large proportion of our business going South and West, and with the complex questions affecting our trade increasing year by year, we believe necessity compels us to form an organization with some fixed policy of dealing with present and future problems.

The purpose of the association is to consider and act upon questions of credit, transportation, insurance, machinery, royalties, price lists, and to guard the interests of its members against unjust discrimination.

It is not our intention to organize for the purpose of fighting the labor union. We are practically members of the same union, and we purpose to facilitate and harmonize all differences and avoid the conflicts incident to a dozen or fifteen individual manufacturers dealing with a centralized authority separately and alone. It will be our aim to prevent strikes and lockouts, and bring our influence to an equitable adjustment of all matters that are of mutual interest to the manufacturer and wage-earner, as well as the public welfare which depends upon the success of both.

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The officers or the association are as follows: President, John E. Maguire; vice-president, Chas. K. Fox; treasurer, Frank J. Bradley; secretary, Samuel W. George; executive committee, Chas. K. Fox, Munroe Chesley and Edwin F. Lang, with the president, vice-president and treasurer.

TRADE OPINIONS.

H. Leh & Co., of Allentown, Pa., under date of Dec. 19, 1902, write: "We have more orders for spring delivery than we had last year at this date, with prospects of a busy season. Indications for trade are good now. Large buying being impossible by good earnings of the people, provided strikes will not interfere."

Rindge. Kalmbach, Logie & Co., Ltd., of Grand Rapids, Mich., under date of December 20, write: "Our fall trade has been fair, although on some kinds of rubber goods we have not had enough winter weather to take off as much as we would have sold had we had snow. We have a good bunch of spring orders on hand for later shipment and the indications are that trade will keep up unless something unforeseen happens, and we look for a good spring and summer business."

The J. Miller Co., of Racine, Wis., under date of December 20, write: "Our trade in the territory west of us is good and our orders overrun last season by one-third. Prices are better and trade seems to begin to realize that better prices must be paid. Leather has held firm, and this will tend to make manufacturers feel that better prices must be asked. Many manufacturers have been hoping for lower prices, and felt justified in making a half profit with the expectation that raw material would come down and thereby make up the difference. Their expectations have not materialized and good common sense will have to give way to hope, and better profits will result. There is nothing in the atmosphere at this time that would indicate a set-back in the near future; stocks are low and trade orders are filling an immediate want. This makes the situation healthy, and we cannot view it otherwise than for a good prosperous coming year. Many jobbers have taken advantage of the weak-kneed manufacturer and bought goods that netted the manufacturer no profit and sold his cheaply acquired goods at a close figure; thereby making the situation anything but a pleasant one to some. This situation is now entirely done away with, for goods made of leather must be bought at a profit this coming season. In all other lines trade is booming and good profits are made; why should our line be an exception?"

Noyes, Norman & Co., of St. Joseph, Mo., under date of December 22, write: "In a general way in our opinion the prospects for spring business in our section of the country were never better."

Upham, Gordon & Co., Quincy, Ill., under date of December 22, write: "The outlook is very different from what it was a year ago. At that time we had just harvested one of the poorest crops ever known over a part of our territory, Illinois, Missouri, Iowa, Kansas, Arkansas, Indian Territory and Oklahoma. In our two stores we sell principally in these states. This season conditions are just reversed. Missouri, our best state, has a record-breaking crop, and crops are fine in all the states named, and prices of what they have to sell good. We do not look for a boom, but a good steady trade all the coming year. We think that trade this fall has been a boom to some extent, as stocks were low, and we were all slow about ordering."

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FAILURES, EMBARRASSMENTS, ETC.

[Compiled by Weekly Bulletin.]

The failures, embarrassments, etc., in the shoe, leather and kindred lines, in the United States and Canada for four weeks ending Dec. 20, 1902, as compared with 1901, are as follows:

	1902	1901
Four weeks ending December 20	301	299

PROMINENT SHOE AND LEATHER MEN ON THE COAL SITUATION.

In answer to inquiries by this association as to the effect the high prices and scarcity of coal is having upon manufacturers, the following replies are printed without using names of firms furnishing the information:

"Prior to this last season we have always had a yearly contract for coal. Our contract expired shortly before the strike came on, and we were unable to renew it. Since that time we have paid all kinds of prices for coal and at the present writing are paying for bituminous coal $9.50 against $3.75 a year ago, and $4 for screenings against $1.75 a year ago, and as we burn about one-half of each, it approximates an advance of $4 a ton, using eight tons a day, makes the added cost to us $32 per day for fuel over and above a year ago."

"Last winter we bought our coal at $4.50. This year we are paying $7, and in the late cold snap we burned out some 3500 pounds of coal a day, so you can see that where this coal cost me for the twenty-four hours $7.87½ last year, it cost us this year for the day $12.25, or an increase of nearly 60 per cent. Last year my coal bill ran about $100 a month. At the same ratio it will cost me this winter about $160 a month.

"It is plain to be seen that this will add materially to the cost of production from $2 to $2.25 a working day. Up to the present time we have been able to get what coal we really needed, although at times we have had less than 500 pounds in the bin, pretty near starvation point. And you take a mill like ours, where it is equipped with the sprinkler system, and not have fuel enough to keep the factory warm, so that the sprinklers would freeze, it would vitiate our insurance."

"The effect of the coal strike on our business so far has been to reduce profits, which were already small enough, about $25 to $30 per day. This is not a very large item per pair, but it is more than we care to lose in the present condition of the business. What the remainder of the season will bring forth, we are, of course, unable to tell."

"It does not affect our trade particularly, nor does it make much additional cost in the production, as the cost of coal in our factory is very slight, but we have had great deal of complaints from people who handle holiday slippers. They state that their sales have fallen off quite perceptibly and they lay the cause to the high price of coal."

"Our heating plant consumed its last shovelful of coal December 23. We are promised a shipment of bituminous coal as soon as transportation for same can be secured, and in the meantime are forced to burn wood under our boilers.

"So far as our motive power is concerned, we understand the parties supplying it have a sufficient supply for some time, and we do not anticipate any serious difficulty in the way of power. As we have a contract for a year of this power, we do not think that the cost will be materially affected by the scarcity of coal, but on general principles this might well affect the average cost of pro-

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duction in this city, if the present condition of things should continue for any considerable length of time."

"It is already costing about $200 per month increase, and should it continue, it certainly should increase the cost of production."

"The advance in coal is costing us an additional cost of $6 per day, or $36 per week."

The annual meeting of the association will be held in its rooms, 116 Bedford street, Boston, on Wednesday, January 21, 1903, at 12 o'clock M.

The annual Ladies' Night of the Boston Boot and Shoe Club will be held at the Hotel Somerset on Wednesday evening, January 21.

It is reported that thirty new manufacturing firms were established in Lynn during the year 1902.

The secretary of the association is a Notary Public and Justice of the Peace, and his services are free to members.

Members of the New England Shoe and Leather Association are cordially invited to make suggestions as to features which can properly be introduced into the work of the association to increase its usefulness. Please address all communications to the secretary.

An expert accountant is connected with the association, ready at all times to investigate failures and report his findings to the membership of the association. There is no charge for these services within a radius of fifty miles from Boston.

Members of the association are invited to visit the rooms frequently and avail themselves of the privileges to which they are entitled.

A convention of shoe wholesalers of the United States will be held at Hotel Somerset, Boston, February 3, under the auspicies of the National Shoe Wholesalers' Association. Business sessions will be held from 9:30 A. M. to 1 P. M. and from 2 to 5 P. M. A banquet will be held in the evening at which it is expected that Governor Bates and Mayor Collins will be present.

QUARTERMASTER'S DEPOT.

Contracts for boots and shoes awarded through the Boston Depot Quartermaster's office from January 1 to October 1, 1902, are reported as follows:

	VALUE
J. M HERMAN & Co.	
10,000 pairs russet shoes	$2,020 00
1,500 pairs black shoes	1,337.50
1,335 pairs black shoes	3,304.13
882 pairs russet shoes	2,034.35
JOHN WANAMAKER.	
51,000 pairs russet shoes	116,535.00
UNITED STATES RUBBER Co.	
15,000 pairs Arctic overshoes	29,700.00

The total amount of all contracts awarded through the Boston depot from January 1 to October 1 amounted to $372,084.48.

Contracts awarded for the entire year 1901 amounted to $389,711, and there is much prospect that when the figures are tabulated for the full year of 1902, they will be much in excess of 1901.

THE COMPARATIVE SHIPMENTS OF BOOTS AND SHOES FROM BOSTON.

[Compiled by Shoe and Leather Reporter.]

	1902	1901
Four weeks ending December 20	354,209	407,230
Total rail and sea from January 1 to December 20	4,399,760	4,867,077

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Russet Shoe Grain	Junior Splits
Black Shoe Grain	Pebble Splits

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Commercial Law and Collections.

Matters attended to anywhere in the County.

References furnished from banks and judges.

KENTUCKY.

W. W. WATTS — J. RICHARD WATTS

W. W. & J. R. WATTS

Attorneys and Counsellors at Law

S. E. Cor. Fifth and Main Sts., Louisville, Ky.

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Herbert F. French,

ACCOUNTANT,
AUDITOR AND ADJUSTER.

Official Expert Accountant of the New England Shoe and Leather Association.

Fellow of the Massachusetts Society of Public Accountants.

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"Rock-Oak" "Rock-Oak" "Rock-Oak"
—SOLE— —SOLE— —SOLE—
"Rock-Oak" "Rock-Oak" "Rock-Oak"
—SOLE— —SOLE— —SOLE—

LOOKS BEST—WEARS BEST—FEELS BEST—IS BEST

"Rock-Oak" "Rock-Oak" "Rock-Oak"
—SOLE— —SOLE— —SOLE—
"Rock-Oak" "Rock-Oak" "Rock-Oak"
—SOLE— —SOLE— —SOLE—

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OUR LIGHTNING SOLE BLEACHER AND SOFTENER is in liquid form, and by immersing the Sole in the solution all grease and grim is brought to the surface and so dissolved that when buffed the Sole is perfectly clean and clear. It also prevents water stains.

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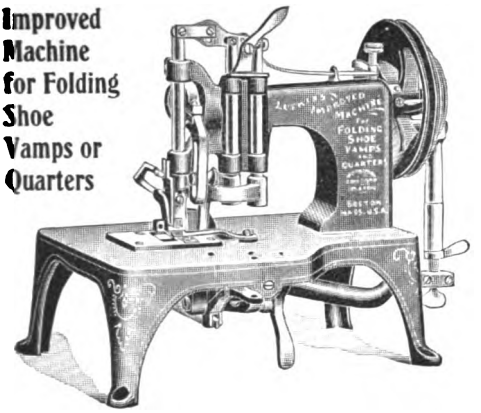

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Will save you three-quarters of your Cracked Tips. Try it.

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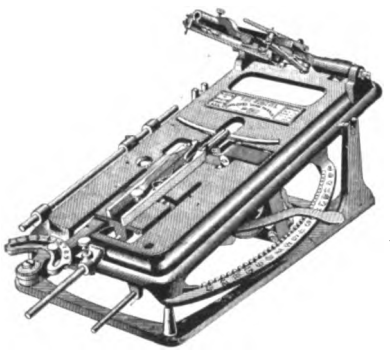

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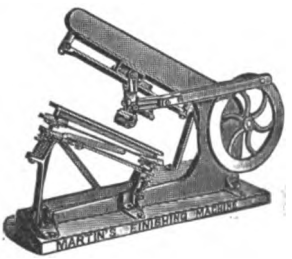

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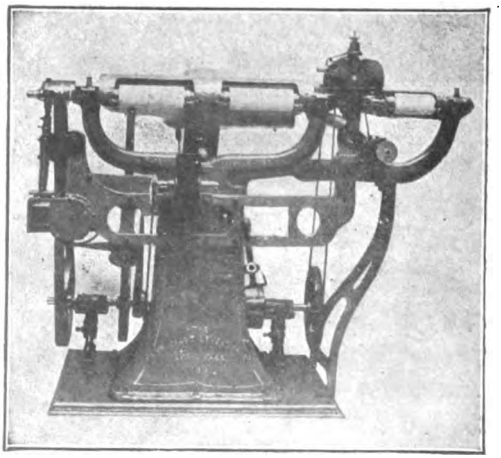

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For Fleshing, Re-Fleshing, Unhairing, Working-Out, aud Slating Hides, Sides, and Skins of all kinds

The WHITNEY MACHINES take the least power of any machines in the market. Hundreds in use. Work very rapidly, especially on Calf, Sheep and Colt Skins. SEND FOR CIRCULARS.

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New England Shoe and Leather Association GAZETTE

Vol. 1 SEPTEMBER, 1903 No. 9

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ANOTHER TRADE SCHOOL PROJECT

RESOLUTIONS ADOPTED

THANKS

BOOT AND SHOE CLUB

NOTE

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New England Shoe and Leather Association
GAZETTE

Issued monthly from the office of the Association. Subscription price, $1.50 per year.

166 Essex Street.

The object of this publication is to provide a medium for the interchange of opinion and facts amongst the several branches and members of the trade, and to keep the members fully informed of the work of the Association, and to advance their interests.

Contributions of information and special expression of the views of the members will have careful consideration and should be addressed to the Secretary.

President, George F. Daniels.

Vice-Presidents—William D. Brackett, Geo. W. Brown (U. S. Mch'y Co.), Elisha W. Cobb, Walter G. Garritt, George Hutchinson, Charles H. Jones, George E. Keith, Preston B. Keith, Joseph R. Leeson, I. Henry Porter, Henry H. Proctor, William B. Rice.

Secretary, George C. Houghton.

Treasurer, George McConnell.

Directors, Frank P. Aborn, Harry H. Baldwin, Frank J. Bradley, Edwin S. Woodbury. Lewis A. Crossett, George F. Daniels, W. H. Emerson, J. Howard Field, John W. Field, Charles K. Fox, A. Pierce Green, Charles S. Grover, Charles P. Hall, Walter O. Hastings, George C. Houghton, Charles C. Hoyt, Louis P. Howe, John S. Kent, Robert C. King, Charles W. Lavers, A. C. Lawrence, Charles A. Locke, Maxwell J. Lowry, George McConnell, Edward Moll, C. H. Perkins, Thomas G. Plant, Fred B. Rice, Edwin L. Sprague, Henry F. Tapley, Andrew G. Webster.

Expert Accountant, Herbert F. French.

Regular Meetings of the Board of Directors are held on the first Wednesday of each month.

BOSTON, OCTOBER 15, 1904

BUYING HIDES RIGHT.

The conference held at St. Louis on the fifth of this month between the hide men and the tanners is of special interest to the shoe and leather trade in general, inasmuch as it holds forth a promise that a more up-to-date method of buying hides will prevail in the future.

That the present system of flat buying is far from satisfactory is conceded on every hand, but through lack of co-operation on the part of those directly interested, it has been allowed to continue to the detriment of every industry having leather for a basis.

No better method could be devised to put a premium on

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buyer of shoes as well. If free shoes, then why not free woolen goods, or free paper?

As a bluff Senator Warren's bill has not proved a success. The domestic manufacturers know the conditions applying to their business well enough to be convinced that they have nothing to fear from foreign made footwear coming into this market. They may send, as the years go on, less and less of their goods abroad as the use of our machinery becomes more general in other countries; but as to the threatened invasion of the "pauper-made" shoe it has no terrors for the up-to-date progressive American manufacturers.

The head of one of the largest of our shoe concerns in the country expressed himself in discussing this question before the New England Shoe and Leather Association some months ago substantially as follows: "You can send our machinery abroad and you can send our most competent mechanics to instruct them in the use of it, but you cannot with these advantages make American shoes at American prices until you can Americanize those foreign people, until you can change the conditions under which they live, until you can educate them to a better appreciation of themselves, and awaken an honest ambition to better their condition. When your Greeks, Armenians, Swedes and Turks become in all respects, man for man, the equals of our American work-people, then, and not till then will they get the results that we obtain. They are not there yet, and it seems, I am sorry to say, a long way off for most of them."

This and similar expressions from representative shoe makers are not given in any spirit of braggadocio, but furnish the consensus of opinion among the producers that protection on boots and shoes should not be considered as compensating for the duty of 15 per cent on the hides. They are the farthest in wishing to inaugurate a tariff-war, but they feel that if a point can be strained to right what has now come to be acknowledged as an injustice to them by so eminent a protectionist as Senator Lodge, they ought to be met in a different spirit than the retaliatory one displayed by Senator Warren.

We do not know whether the Wyoming Senator wishes the country to take him seriously in this matter of the placing of boots and shoes on the free lists as a counter play to the agitation for the repeal of the hide duty. If so he is demanding a good deal of the American people, who will draw the line at this

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manifestation. If it were a matter about which the manufacturers have any apprehension, it would be a fit subject for longer discussion, but looking at the matter at this standpoint "it is to laugh."

That the bill in question has been introduced by a representative of a cattle-raising state will deceive no one as to the real promoters of the proposed legislation. As has been demonstrated time and again in the discussion of the subject in Congress and out, the real beneficiaries of the tax have been, not the ranchmen and farmers, but the big beef packers whose methods the Secretary of Agriculture has just criticised.

That this criticism is deserved is evident from the fact that though the cattle owners are receiving less for their beef on the hoof, than was the case in 1902, the consumer is paying 20 per cent more for his purchases. This shows the spirit of the managers of the packers' combine in their dealings with the cattle raisers and the great consuming public. The opinion of Secretary Wilson that extortion is being practiced merely gives the authority of official sanction to what has been a matter of common knowledge to every one familiar with the policy of the allied packing interests—to make the producer sell at whatever price they decide to offer him, and to market the dressed meat at the highest figure possible. As applied to hides, advantage is taken of the opportunity afforded them by the custom duties to make the leather manufacturers pay the price for their raw material.

SPECIAL MEETING OF THE NEW ENGLAND SHOE AND LEATHER ASSOCIATION.

Boston, January 28, 1904.

A special meeting of the New England Shoe and Leather Association was held this day at 11 o'clock A. M., in the rooms of the association, to take action upon the death of James A. Woolson, in accordance with the following call:

There will be a special meeting of the New England Shoe and Leather Association on Thursday, January 28, 1904, at 11 o'clock A. M. at the rooms of the association, 166 Essex street, for the purpose of taking appropriate action on the death of James A. Woolson.

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goods, or free paper?

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Funeral Thursday, the 28th, at 2 P. M., at the house, 277 Harvard street, Cambridge.

Boston, January 27, 1904.

In the absence of President Daniels, the meeting was called to order by Vice-President Rice, who spoke as follows:

"If three days ago the question had been asked, Who among all the men connected with the shoe and leather industry was held in the highest regard, there would have been a unanimous agreement on the name of him whose death we have met to deplore, whose memory to cherish, and whose virtues to emulate.

"James A. Woolson was the friend of us all. He breathed kindness and helpfulness and good will to all humanity, and withal he was one of the best and safest business men of his time. He went on in the course he had marked out for himself, with courage and sagacity and strength, and the most rigid sense of personal and commercial honor. It is fitting that we should pause for awhile in our daily work and take some notice of the loss of such a life."

The following resolutions were unanimously adopted:

Seldom is the New England Shoe and Leather Association of this community called to mourn the loss of a member so eminent in the higher qualities of citizenship as James A. Woolson.

Association with such a character stimulates the better side of every nature; to possess the friendship of such a man is a privilege which many of us remember with grateful appreciation.

To the unnumbered multitude blessed by a bounty so genuine that the left hand knew not what the right hand did, the loss is well nigh irreparable; those who have been guided by his wise counsel will find no adequate counterpart.

With heartfelt mourning we would join those near and dear to him, and with them we cherish the memory of an upright, well-spent life as a lasting heritage.

J. R. LEESON,
E. L. PICKARD,
W. F. GREGORY,
Committee.

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The following gentlemen spoke high words of praise of the life and character of Mr. Woolson: Hon. J. R. Leeson, Hon. E. L. Pickard, Henry H. Proctor, J. W. Field, Mr. Brigham, of F. Brigham, Gregord & Co., and others.

Mr. Pickard said:—

I came to Boston with my partner in 1865, some thirty-five or six years ago, and had known him intimately and well ever since that time, and if there is a man in the trade who did not believe or trust him, I have yet to find him. He always had a pleasant and kind word, and a helping hand for every one. When he was in Florida some ten or twelve years ago and came very near dying with his face, I wrote him a very nice letter. As soon as he returned home, I called to see him. When I came into the room he called his wife and said to her, "I do not know of any man that I am more pleased to see than you, Mr. Pickard." He was a man all the way through.

I certainly feel as though I have met a great personal loss in the death of our friend, Mr. Woolson.

No one will be missed more than our friend Mr. Woolson, and I am sure that you will all agree with me in regard to the feelings expressed relative to him.

Mr. Proctor:—

I had known Mr. Woolson ever since I came into the trade in 1866, and in common with all members of the trade, he made everyone realize that he was their personal friend. I remember when he was on Pearl street and I was a boy in an office. I had known him in his various departments of business since, and I recall a great many delightful things about him. As I think of the men of the trade whom I have known, I think just now of Alfred Batcheller, and one day when I was in his office, as I went out I said to him, "It does me a great deal of good to think of the way you treat me." He replied, "The happiness of life consists largely in the courtesies we show one another." Mr. Woolson was just such a man.

Mr. Field:—

I had the pleasure of knowing Mr. Woolson as long as Mr. Proctor had, and I could interest you with reminiscences show-

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ing his kindness to me, but I will not take the time. In all my acquaintance with him, there is no one who has given so many ways of showing me the kindness that he had. How ready he was to speak a good word, how ready to give a helping hand and encouragement!

MEETING OF THE BOARD OF DIRECTORS OF THE N. E. S. AND L. A.

Boston, February 3, 1904.

A regular meeting of the board of directors of the New England Shoe and Leather Association was held this day at 2 P. M.

The following applications for membership were presented:

J. E. Nightingale, leather machinery, Danvers.

Morley Button Mfg. Co., 133 Essex street, Boston.

Vaughn Machine Co., machinery, Peabody.

Wm. H. McFarlane & Co., leather, Lynn, Mass.

The same having been approved by the membership committee, on motion it was voted that the names submitted be confirmed.

The president submitted the following committees for the ensuing year:

STANDING COMMITTEES, 1904.

Executive.—E. S. Woodbury, chairman; Eugene L. Sprague, Fred B. Rice, the President, ex-officio.

Finance.—The President, Elisha W. Cobb, Joseph R. Leeson, George McConnell, William B. Rice.

Patents.—Joseph R. Leeson, chairman; George W. Brown, Charles S. Grover, Thomas G. Plant, William B. Rice.

Insurance.—Chas. C. Hoyt, chairman; Henry H. Proctor, A. Pierce Green, Robert C. King, A. C. Lawrence.

Foreign Trade.—C. H. Jones, chairman; Geo. E. Keith, Frank J. Bradley, Louis P. Howe, Fred B. Rice.

Transportation and Commerce.—C. H. Perkins, chairman; Walter O. Hastings, Henry F. Tapley, Frank P. Aborn, W. H. Emerson.

Domestic Trade.—John S. Kent, chairman; Andrew G. Webster, Chas. K. Fox, Chas. C. Hoyt, Chas. B. Codding.

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Debts and Debtors.—M. J. Lowry, chairman; J. W. Field, C. W. Lavers, C. A. Locke, H. H. Baldwin.

Membership.—Edward Moll, chairman; J. Howard Field, Chas. K. Fox, Jacob Mosser, W. H. Emerson.

On motion the same was unanimously confirmed.

DEATHE OF ISAAC L. PROUTY.

Boston, February 8, 1904.

The following committee was appointed to represent the association, at the funeral of Isaac L. Prouty, who died on Saturday, February 6, 1904: John W. Field, C. H. Johnson.

The funeral took place at the house in Spencer on Tuesday, February 9, at 2 P. M.

The following committee was appointed to prepare resolutions upon the death of Mr. Prouty: Albert O. Smith, Clarence W. Jones, Wm. M. Bullivant.

DEATH OF CHARLES H. ABORN.

Boston, February 10, 1904.

The following committee was appointed to represent the association at the funeral of Chas. H. Aborn, who died in Swampscott, February 9: Luther S. Johnson, Chas. W. Porter, A. B. Hoffman.

The funeral to take place at the First Universalist Church, Lynn, on Friday, at 1:30 P. M.

The following committee was also appointed to prepare resolutions upon the death of Mr. Aborn: Chas. S. Grover, Luther S. Johnson, Henry F. Tapley.

MEETING OF THE EXECUTIVE COMMITTEE OF THE N. E. S. AND L. A.

Boston, February 11, 1904.

At a meeting of the executive committee of the New England Shoe and Leather Association held today, the following letter was formulated and forwarded to the Baltimore shoe and leather board of trade:

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Boston, February 11, 1904.

Henry Clark, President Baltimore Shoe and Leather Board of Trade, Drovers Bank, Cor. Howard and Fayette streets, Baltimore, Md.

Dear Sir:—The New England Shoe and Leather Association extends to the Baltimore Shoe and Leather Board of Trade their hearty sympathy for their recent loss by fire. The shoe and leather industry of New England are a unit in their desire to extend any assistance that will help the Baltimore merchants to resume business.

What can we do to aid you?

Respectfully yours,

(Signed) GEO. F. DANIELS,
President.

To which the following reply has been received:

Boston, February 13, 1904.

Mr. Geo. F. Daniels, President New England Shoe and Leather Association, Boston, Mass.

Dear Sir:—The Shoe and Leather Board of Trade desires me to express its earnest gratitude to your association for its gracious words of sympathy and generous offer of material aid, and to say in reply to your query: "What can we do for you?" co-operate with us in perpetuating the good feelings of confidence and encouragement mutually existing between us in the past.

Respectfully yours,

(Signed) HENRY CLARK,
President.

NATIONAL SHOE WHOLESALERS' ASSOCIATION.

At the annual meeting of the National Shoe Wholesalers' Association of the United States, held at Young's Hotel on Tuesday, January 26, 1904, the following officers were elected for the ensuing year:

President—John W. Craddock.
First Vice-President—Henry P. Cox.
Second Vice-President—Jackson Johnson.
Third Vice-President—W. A. Joyce.
Secretary-Treasurer—George C. Houghton.

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Executive Committee—George Hutchinson, Boston; Irving R. Fisher, New York; William Logie, Grand Rapids, Mich.; J. B. Richardson, Nashville, Tenn.; W. A. Joyce, Buffalo, New York; Jackson Johnson, St. Louis, Mo.; Henry P. Cox, Portland, Me.; John W. Craddock, Lynchburg, Va.

FAILURES, EMBARRASSMENTS, ETC.

(Compiled by Weekly Bulletin.)

The failures, embarrassments, etc., in the shoe, leather and kindred lines in the United States and Canada for four weeks ending February 6, 1904, as compared with the same period in 1903 are as follows:

	1904	1903
Four weeks ending Feb. 6.....	245	377

THE COMPARATIVE SHIPMENTS OF BOOTS AND SHOE FROM BOSTON.

(Compiled by Shoe and Leather Reporter.)

	1904	1903
Four weeks ending Feb. 6.....	354,005	373,831
Total rail and sea from Jan. 1 to date...	521,378	560,685

BOOT AND SHOE MEN ENTERTAIN.

With music and song, an elaborate banquet and a splendid entertainment, the Boston Boot and Shoe Club entertained its lady friends at Hotel Brunswick Feb. 17, over 200 members and guests being present. It was the eighteenth annual "ladies' night," and the evening in its entirety was pronounced the most enjoyable in the history of the club.

The feature of the post-prandial exercises was the address of President Charles C. Hoyt and his apotheosis of the shoe trade. He said, in part:

"Let us consider for a moment the men who in the past fifteen or twenty years have built up the wonderful organizations which turn out complete, day after day, 1,000, 2,000, 5,000, yes, 10,000 pairs of shoes. When we recall the comparatively small and humble factories which were the original plants, what

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eloquent testimony is thus given to that power of mind and initiative, which patiently and persistently labored, week in, week out, year after year, planning, building, buying, selling, executing, doing many men's work, until the magnitude of the business in time led to a proper division of all these diverse functions.

"Such is the history of some of our shoe manufacturers of today. With the aid of his brother—the tanner—and the kindred trades, he draws his supplies from all parts of the globe. The Texas steer, and cattle in the Argentine Republic—indeed, the cattle of a thousand hills in the West and South America—contribute their hides. From wild Russia's steppes come the colt skins, while Russian calf skins now come from Milwaukee or Danvers. Goat and sheep skins and shellac are imported from teeming India. Australia—the island empire at the other end of the world—sends kangaroo. Brazil sends carauba wax, as well as skins and hides. King Cotton, in Georgia and her sister states, sends his tribute for thread and lining.

"Pennsylvania and Alabama contribute iron and steel for tacks and nails and studs and hooks. The Amalgamated in Montana and the Calument & Hecla in Michigan mine copper, and Missouri zinc, and Connecticut combines them into brass for his eyelets and wire. Little Rhody—smallest state in the Union—weaves his webbing. The silk worm spins cocoons in Japan and China, that New Jersey or New York or Massachusetts or Connecticut may make his thread or facings. The 'ould sod' of the ever green isle, or perhaps Belgium, raises flax to make his linen thread.

"Rockefeller works for him, and charges accordingly, when he distils the oil that cuts the rubber product of Amazonian forests and makes Para cement. Pillsbury of Minnesota may not furnish his 'Best' for flour paste, for a cheaper brand will answer. Michigan cuts her maples for his lasts. Maine cuts her forests for box boards.

"From the land of Cid and the Alhambra comes cork for filling. From North Carolina come pitch and tar for the finishing room concoctions. Unsatisfied still with all the world has to offer from its surface or its mines, he must send his agents to the bottom of the ocean for fine sponges. This wonderful modern alchemist mixes in his factory crucible all this great variety of diverse elements and produces—gold or its equivalent. He

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causes it to flow in tributary streams in return for his product from every state—I think I might say every town in every state in the great Union.

"These streams support whole communities in comfortable homes at fair wages. It overflows out of generous and kindly hearts to build hospitals and churches and Young Men's Christian Association buildings and countless benevolences. The shoe manufacturer, in the hand of an Almighty Providence, is one of the important agents in the international exchange of commodities to bring the many peoples of this great world more and more closely in touch, and to assist in sending to other and less favored nations American civilization and American freedom."

James P. Munroe told the "Ideal Mind of the Twentieth Century Young Man," and Edward S. Wilson spoke on "Summer Camps; Outdoor Life for Boys." Arthur B. Hitchcock and Miss Pauline Woltmann sang, and La Rue Vreedenburg recited.

CUBAN TARIFF ON BOOTS AND SHOES.

The secretary of the New England Shoe and Leather Association has received information from the department of state, that the legation of the United States at Havana has been instructed to make appropriate representations to the Cuban government, with a view to securing the abandonment of the proposed change of tariff on boots and shoes, if such change is actually contemplated.

AMERICAN BOOTS AND SHOES IN GERMANY.

United States Consul General Guenther at Frankfurt, Germany, has the following to say under date of December, 1903, in reference to the sale of American shoes in Germany:

A very useful lesson of how to increase sales of American manufactured products in Germany is taught by the success attained by Mr. Adolf Barthman, of Newark, N. J., in American boots and shoes. For many years United States Consuls in Germany have been pointing out the great possibilities for American footwear in Germany, but no American firm, to my knowledge, made other than sporadic efforts to gain this trade. In April, 1901, however, Mr. Barthman, assisted by his two sons, opened a store at Berlin for the exclusive sale of American

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shoes; a second store was opened in Frankfurt, February 27, 1902, and a third at Hamburg October 15th, 1902. All these stores are doing a large business and have already given much uneasiness to German manufacturers.

The Chamber of Commerce of Leipzig, in its annual report for 1902, states:

The boot and shoe industry could not look upon the past year with satisfaction. While prices for a large part of the required material, especially leather, were increasing, the manufacturers of boots and shoes could not effect an even approximately comparative increase in price for the manufactures. The cause was to be found in the decreasing demand as coexistent with the general economic depression; also in the complete cessation of exports and the glutting of the home market with foreign manufactures, especially of American origin. It was especially the highly developed American shoe industry which in late years has made considerable efforts to gain a firm foothold in the German markets. It is a matter of rejoicing that at last the German dealers showed themselves opposed to the introduction of American shoes. This, however, did not deter American capital from continuing the competitive battle by establishing its own shoe sales rooms on the largest scale at Berlin, Hamburg, Frankfurt, etc.

Whether Leipzig will escape will depend upon the purchasing public, which so far has always shown especial preference for foreign products, although it knows it will be better and as cheaply served with home articles.

Other chambers of commerce have expressed themselves similarly. The statements of the Leipzig Chamber of Commerce, however, are not borne out by the official statistics.

Germany in 1902 was neither glutted with foreign shoes, nor did German shoe exports cease; the latter were even larger in 1902 than in 1901, while the imports were smaller.

The imports of American fine shoes into Germany for 1902 were 67.6 tons, out of total imports of 698.5 tons, or less than 10 per cent, and they were less than the German exports to little Holland and Denmark.

It is gratifying, however, to note that the imports of American shoes in 1903 show a large increase over 1900 and previous years—due to the intelligent efforts of Americans like Mr. Barthman.

For the first six months of 1903, as compared with the

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same periods of the two preceding years, the imports of fine shoes into Germany were as follows, according to official statistics:

	Met. tons.	Met. tons.	Met. tons.
Total imports	368.7	366.3	428
Imports from the United States..	52.2	37.5	37.8

AMERICAN SHOES IN SCOTLAND.

United States Consul McCunn at Dunfermline, Scotland, has the following to say regarding American shoes:

Nearly all the boot shops handle American boots and shoes to a greater or less extent, and other articles of American import carried by dealers generally throughout Scotland are usually to be had in the shops here.

While American boots and shoes are as popular as ever, and continue to hold the prominent place gained in the British market, it is likely to be but a question of time when the imports of boots and shoes from the United States must necessarily fall off, as British manufacturers are now turning out a class of boots and shoes in style, finish and quality like American-made boots and shoes. Retail boot shops even in the smaller towns are advertising boots made to order on American lasts. The new machinery and American lasts, which the British manufacturers were once so slow to adopt, are now enabling them to turn out an easy-fitting, ready-made boot, in a variety of sizes, that in every way satisfies the wants of the trade.

A well-known extensive boot and shoe dealer in Scotland is credited with saying that out of $6,000,000 worth of footwear exported from the United States in 1902, $2,000,000 worth came to the United Kingdom, $1,000,000 worth went to Australasia, and $500,000 worth to Canada.

Ten years ago Great Britain took only $2,169 worth of boots and shoes from the United States; last year she took $2,013,890 worth.

The exact figures for 1902 were, as per the official publication of the Bureau of Statistics: Total exports, $6,182,088; to the United Kingdom, $2,013,890; Australasia, $955,230; Canada, $523,624. The exports of boots and shoes to the United Kingdom during the past six years were: In 1897, $300,978; 1898, $325,755; 1899, $525,242; 1900, $950,267; 1901, $1,552,623; and 1902, $2,013,890.

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in October, and that the Executive Committee together with the President be authorized and empowered to transact any business in the name of the board, which may come up during the summer vacation.

EMBARGO ON HIDES REMOVED.

EFFORTS OF THE NEW ENGLAND SHOE AND LEATHER ASSOCIATION SUCCESSFUL.

The restrictions against shipping hides outside the state of Massachusetts which have been in force for several months past, in consequence of the foot-and-mouth disease have been removed through the efforts of the New England Shoe and Leather Association and the aid of Senator Lodge. Some time ago a petition signed by the hide dealers of Boston asking for the removal of the restrictions was forwarded to Senator Lodge in Washington by the association asking him to interest himself in the matter. With characteristic promptness the Senator at once took the matter up with the Bureau of Animal Industry with the result that a telegram was received April 25th by Secretary Houghton, or nine days after the matter was acted upon by the board of directors, stating that instructions had been given to remove restrictions on all hides which had not come in contact with those from infected districts. As all cattle killed by the large slaughterers at the abattoirs with one exception are received from the West where no foot-and-mouth disease exists, the hide dealers will be highly benefited by the action taken.

FIRE INSURANCE.

NEW ENGLAND SHOE AND LEATHER ASSOCIATION ACTIVE IN SECURING REDUCTIONS.

The following taken from the report of the last meeting of the Boston Associated Board of Trade explains itself.

Andrew G. Webster, chairman of the committee for the consideration of a request from the New England Shoe and Leather Association regarding reducing existing rates on mercantile fire risks, read the resolutions adopted by the Shoe and Leather Association indorsing the efforts to restore the old rates on mercantile fire risks, and asked for similar resolutions. On motion of Osborne Howes the matter was referred to the committee on insurance and building. Although this committee will not report until next fall, said Mr. Howes, it is more than probable that in the mean time action will be taken along the line suggested, and a reduction in rates secured.

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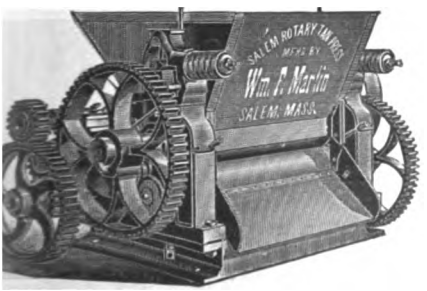

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—SOLE— —SOLE— —SOLE—
"Rock-Oak" "Rock-Oak" "Rock-Oak"
—SOLE— —SOLE— —SOLE—

LOOKS BEST—WEARS BEST—FEELS BEST—IS BEST

"Rock-Oak" "Rock-Oak" "Rock-Oak"
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